

**Who we are:**

Henriott Group, Inc. is committed to our mission to “providing our clients customized, innovative and cost-effective products and services to reduce risk”. We do this through open conversations with our clients to understand what is working, what needs adjusted and what is missing. Then, and only then, are we able to offer a solution to improve the position of those who wish to work with us. Our solutions range from, but are not limited to, insurance products, human resource services, health and wellness and risk management.

**We are seeking:**

We are seeking exceptional individuals who fit into a collaborative, agile, energetic, and innovative environment. This role’s primary responsibility is to facilitate the decision-making process of the future client, as they begin to understand what help is needed and what help looks like. Once the real need for help is identified you will collaborate with others, internally and externally, to bring transformative rather than transactional solutions.

**You will:**

- Demonstrate success as a top sales performer with a strong work ethic to succeed.
- Clearly articulate a value proposition and negotiate to meet client needs.
- Quickly develop a rapport with clients over the phone and strategically overcome objections.
- Deliver on monthly production goals; maintain/exceed established key metrics and standards of performance by learning our proven systems.
- Inquire about client's needs and accurately capture the client’s response in order to generate accurate solutions to their needs.
- Manage multiple priorities in a fast-paced environment and act with limited supervision.
- Remain engaged with clients to ensure retention and continued growth opportunities are maximized.
- Have opportunity to participate in a performance-based equity incentive program.

**What you bring:**

- Sales success in lead generation, prospect validation, and problem solving with C-Suite individuals and teams.
- Organizational skills which develop, manage, and execute a full pipeline.
- An ability to build rapport and trust with prospects, clients, and internal team members.
- Strong listening skills
- You must be goal-oriented and have evidence of reaching ambitious goals through tactical planning, effective execution, and enough responsibility to learn from your mistakes and adapt.
- You must have a demonstrated track record of finding, selling, and closing business in a B2B environment.
- Candidates must be able to work independently, be self-confident, authentic in their abilities and demeanor, and be someone who approaches the world with optimism.
- You must have prior success selling to top management and decision makers in a competitive market.
- You should be a self-starter, highly motivated, and have a track record demonstrating that you are a high achiever.
- Knowledge in the insurance industry is a bonus but not required.

- Collaboration and respect for all team members
- Fast learning skills, ability to learn from failure, willing to seek out knowledge.
- Enjoyment of problem solving, thinking outside the box, and creating change.
- Management and execution of multiple tasks with excellence
- High integrity and the ability to foster a trusting environment quickly.
- Strong PC skills, including Excel, PowerPoint, Word, and MS Outlook
- You must have prior earnings of at least \$70K in a selling role.

**If successful, you will...**

Work with and become a part of a talented team who work tirelessly to bring “*certainty in an uncertain world*”.

**Disclaimer**

*The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.*